

Cottages to Castles eyes expansion with move to new Riverside location

IRON RIVER—Cottages to Castles unveiled its new location in June 2006, a project in the works for 10 years, said owner Brian Brzoznowski.

"We started out as a temporary display model and 10 years later, we were still a temporary display model," said Brzoznowski.

During those 10 years, the company was leasing space near the Beef-A-Roo and was using the building as both a model and as an office.

The property on East Genesee Street in the Riverside area was purchased in April 2005 with

construction started on the office that September.

"We completed the office in 16 days and from the middle of September to February (2006), we moved in," said Brzoznowski.

That year, Cottages to Castles was named the No. 8 Stratford home builder in the country. This year, the company was named No. 5 in Stratford sales.

"Now we have a beautifully decorated model and a professional office," said Brzoznowski. "And we're not done yet."

With the new office in place, more samples are on display for potential home owners to select from, said Brzoznowski.

"We originally thought of renting out our back offices, but we're gradually using that space," he said.

Cottages to Castles is a total custom builder, said Brzoznowski, and can provide potential homeowners with a variety of options.

"Anything they want in construction, we can do, from helping customers to select land, the permits, clearing, septic... it's a one-stop and shop business," he said.

"We've really built a team of professionals."

During its grand opening last summer, more than 200 people showed up "before lunch," said Brzoznowski. And they're still showing up.

It's been a good year, said Brzoznowski. "From the tip of the



Cottages to Castles' new display model is located next to Riverside Pizzeria on East Genesee Street in Iron River. The need for both a separate office as well as a display model prompted the move in early spring, said owner Brian Brzoznowski. "It's been a fantastic move."



The move to the new location has provided a separate office for the staff at Cottages to Castles with ample room to display a number of products to turn a cottage into a homeowner's castle, notes owner Brian Brzoznowski.

Keweenaw to Marquette, to Phelps, Ironwood... we're running crews all over. This has been a fantastic move to market our product better. The locality is absolutely phenomenal. We had no idea how busy this particular corner is and it's exceeded my expectations."

He credits many of his subcontractors in partnering with Cottages to Castles in servicing his customers.

The business has expanded to include 13 carpenters, he said, and an interior designer has also been added as well as two office assistants for office manager Pam Patur.

"We're now fully wireless and there's always new things going on."



A glowing fireplace puts out a warm welcome to potential customers who visit the display model.



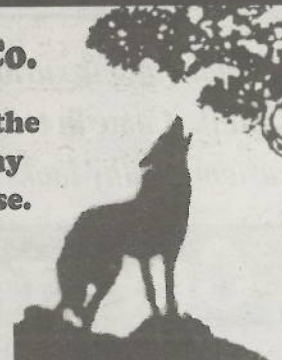
A sun-lit room provides the perfect place for relaxing after a hard day at work. The room is located off the main living space in the display model at Cottages to Castles.

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